

Proposal

Docket 697-2785



December 4, 2013

Kevin Schlemmer
Office of Aviation Analysis
US Department of Transportation
1200 New Jersey Ave SE
Washington, D.C. 20590

DEPARTMENT OF
TRANSPORTATION
DOCKET OPERATIONS
2013 DEC - 5 A 9:59

SkyWest Airlines' Essential Air Service Proposal for Jamestown and Devils Lake, North Dakota

Dear Mr. Schlemmer:

Attached is SkyWest Airlines' proposal to provide direct air service from Jamestown and Devils Lake, North Dakota to Denver International Airport.

SkyWest welcomes the opportunity to provide quality air service to travelers in the Jamestown and Devils Lake communities and access to one of the world's largest airline networks – crucial elements to help drive economic growth in the region. Our safe, reliable aircraft and well-timed schedules will help ensure the best possible travel experience for passengers.

United Airlines' Network

One of the most beneficial aspects of this proposal is the connectivity it provides Jamestown and Devils Lake passengers who will have access to United Airlines' global network, including 5,300 daily flights to 360 airports. United is also the largest member of the Star Alliance, which allows travelers to connect on more than 21,900 daily flights to nearly all parts of the globe. This connectivity makes it simple for passengers to get anywhere they want to go and is a key factor in the area's continued economic development.

Frequency and Schedule

To help ensure a cost-competitive bid that provides good connectivity, we are offering seven weekly, direct, roundtrip flights for each community to Denver. While this differs from the frequency stated in the Request for Proposal, the seven weekly flights will ensure each community enjoys access to reliable air service. And with more than 350 United or United Express departures per day, Denver International Airport offers connections to hundreds of destinations around the world.

All flights have been timed to ensure passengers have access to flight schedules that arrive and depart on bank. This means that they have been optimized for maximum connection opportunities in Denver, making the service convenient for both business and leisure travelers. With our proposed schedule, travelers would depart and return to Denver mid-day.

Superior Aircraft

Service will be provided utilizing the 50-seat Canadair Regional Jet 200 (CRJ200). SkyWest is one of the largest domestic operators of this reliable and proven aircraft type and the aircraft is already available for service on the route.

All SkyWest CRJ aircraft are equipped with a lavatory and each flight is serviced by one of our professional flight attendants, further adding to the comfort and convenience of our passengers' flying experience. Additional details and specifications can be found in the CRJ200 fact sheet attached to this document.

Summary

SkyWest believes this proposal provides the best overall option for air service in the Jamestown and Devils Lake communities. Given the connectivity at Denver, the well-timed schedule, and reliable equipment, we expect to see strong demand from passengers utilizing the service. We will also work with communities and airport partners to market the service.

This bid is being submitted as a combined package of service to both communities.

SkyWest is excited about the opportunity to provide reliable air service to Jamestown and Devils Lake, North Dakota.

Thank you for your consideration.

Sincerely,

A handwritten signature in black ink, appearing to read "Michael Thompson", with a stylized flourish at the end.

Michael Thompson
Vice President – Market Development
SkyWest Airlines

SkyWest Airlines
Jamestown and Devil's Lake, ND Essential Air Service Bid
12/4/2013

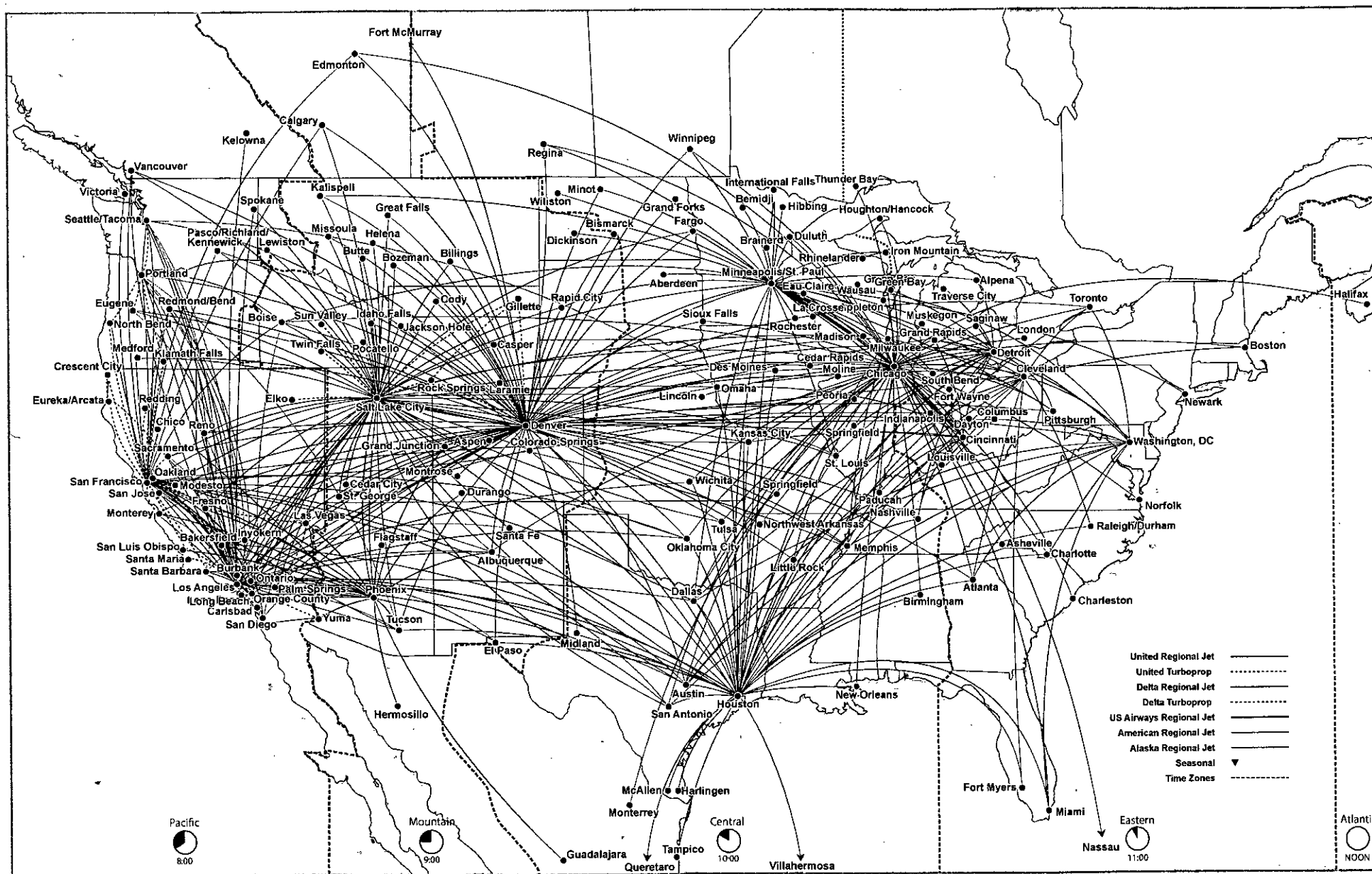
	2014-2016	2014-2016
	Jamestown, ND Denver, CO	Devil's Lake, ND Denver, CO
Number of round-trips per week	7	7
Aircraft type	CRJ200	CRJ200
Passenger Revenue		
Passengers	8,000	8,000
Average fare	\$ 105.00	\$ 125.00
Revenue	\$ 840,000	\$ 1,000,000
Block Time		
Trip block time (minutes)	110	118
Total scheduled block time	1,335	1,432
Total completed block time	98% 1,308	1,403
RPMS		
Passengers	8,000	8,000
Stage length	574	638
	4,592,000	5,104,000
ASMs		
Scheduled departures	728	728
Completed departures	98% 713	713
Stage length	574	638
Available Seats	50	50
	20,893,600	23,223,200
Revenue	\$ 840,000	\$ 1,000,000
Direct operating expenses	\$ 3,060,658	\$ 3,283,251
RPM related	\$ 15,659	\$ 17,405
Departure related	\$ 506,635	\$ 506,635
ASM related	\$ 194,728	\$ 216,440
Total expenses	\$ 3,777,680	\$ 4,023,731
Operating income (loss)	\$ (2,937,680)	\$ (3,023,731)
5% profit margin	\$ 188,884	\$ 201,187
Subsidy requirement	\$ 3,126,564	\$ 3,224,917
SkyWest effective rates per unit		
Cost per trip	\$ 5,295	\$ 5,640
Cost per passenger	\$ 472	\$ 503
SkyWest cost per block hour	\$ 2,888	\$ 2,868
Effective Subsidy rate per unit		
Subsidy per trip	\$ 4,382	\$ 4,520
Subsidy per passenger	\$ 391	\$ 403
Load factor	22%	22%

As a leading air service provider offering global access to millions of people each month, SkyWest partners with the world's largest network carriers including United Airlines, Delta Air Lines, US Airways, American Airlines and Alaska Airlines. With a fleet of 331 aircraft, SkyWest's nearly 10,500 aviation professionals operate more than 1,600 flights each day to 177 destinations throughout North America. SkyWest is known for its industry-leading workforce, exceptional leadership team, and continued solid operational and economic performance. The airline is headquartered in St. George, Utah.

Hubs	Chicago O'Hare, Denver, Houston, Los Angeles, Minneapolis/St. Paul, Phoenix, Portland, Salt Lake City, San Francisco and Seattle
Crew domiciles	Chicago O'Hare, Colorado Springs, Denver, Fresno, Houston, Los Angeles, Minneapolis/St. Paul, Palm Springs, Phoenix, Portland, Salt Lake City, San Francisco, San Luis Obispo, Seattle and Tucson
Maintenance bases	Chicago O'Hare, Colorado Springs, Fresno, Milwaukee, Nashville, Palm Springs, Salt Lake City and Tucson
Line stations	Denver, Houston, Los Angeles, Minneapolis/St. Paul, Phoenix, Portland, San Francisco and Seattle
Cities currently served	Total: 177 (41 states, Washington D.C., 6 Canadian Provinces, 6 Mexican Cities and the Bahamas) United: 145 Delta: 103 US Airways: 19 American: 16 Alaska: 12 Shared: 84
Stations operated	SkyWest: 52
Employees	10,467 total 9,141 FTEs
Average number of daily scheduled departures	United: 988 Delta: 490 US Airways: 95 American: 83 Alaska: 33 Total: 1,689 DEN: 133 IAH: 47 LAX: 165 MSP: 52 ORD: 82 PDX: 36 PHX: 64 SEA: 22 SFO: 130 SLC: 150
Passengers carried in 2012	26.2 million passengers
Total revenue passenger miles flown in 2012	14.2 billion revenue passenger miles* <i>*A Revenue Passenger Mile is equal to one fare-paying passenger flown one mile.</i>
Total aircraft in operating fleet	331 (all numbers include deliveries and retirements this calendar month)
Embraer aircraft	44 Embraer 120 turboprops
Bombardier aircraft	156 CRJ200 aircraft 95 CRJ700 aircraft 36 CRJ900 aircraft

Route Map

SkyWest
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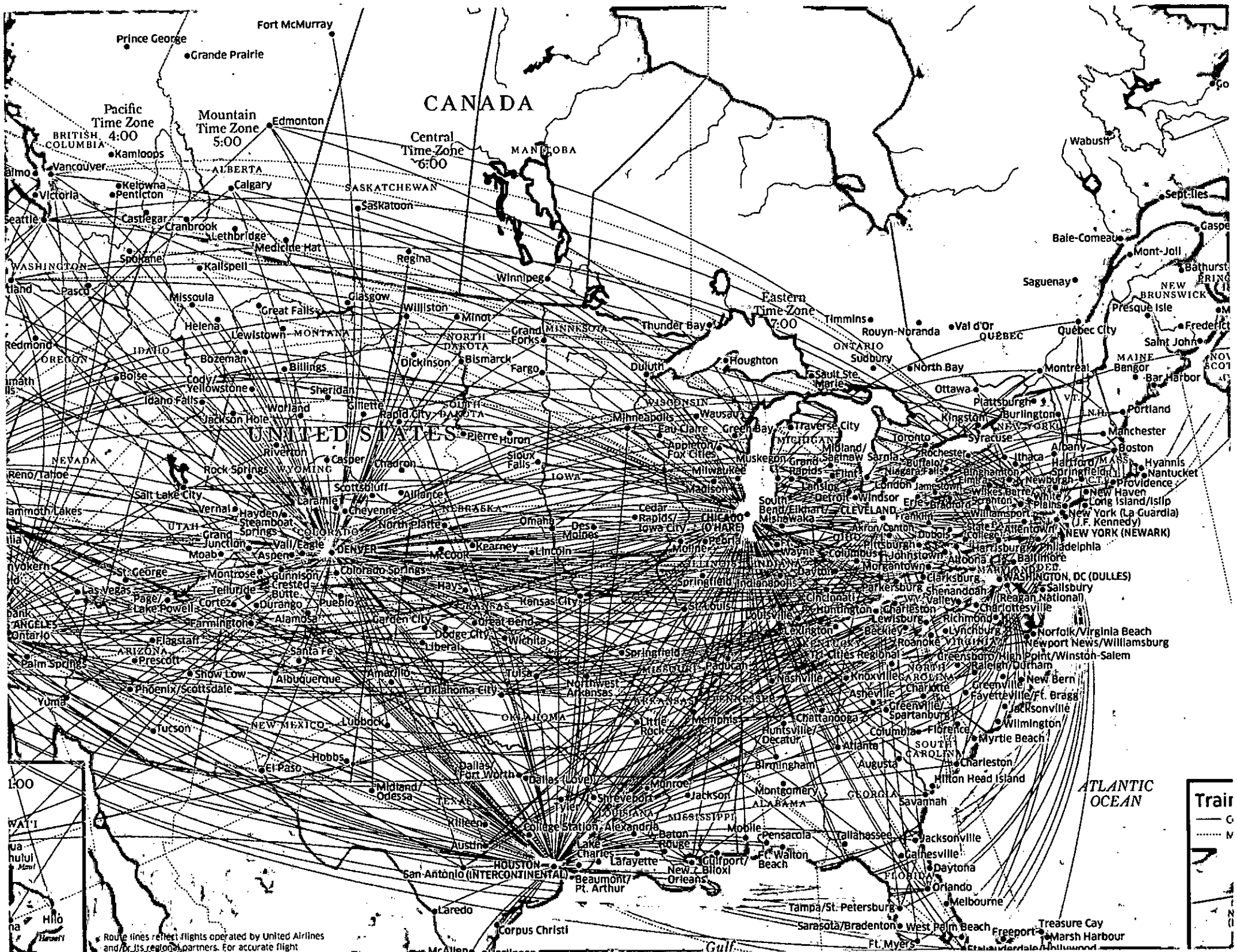
UNITED
EXPRESS

DELTA
CONNECTION

U.S. AIRWAYS
EXPRESS

American *Eagle*

Alaska Airlines
Operated by **SkyWest**
AIRLINES®

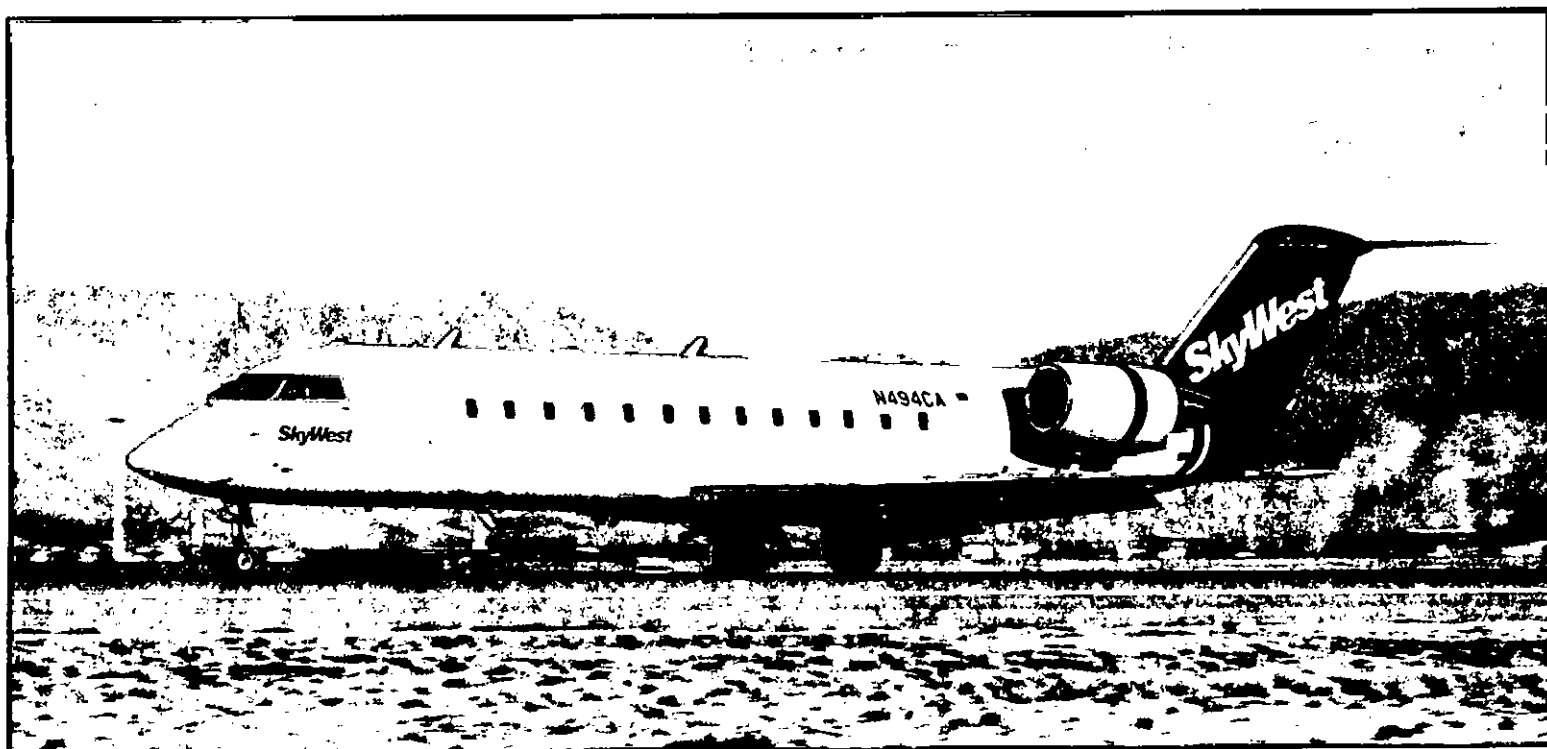


Route lines reflect flights operated by United Airlines and/or its regional partners. For accurate flight

Train

— C —
— N —

100



CRJ200 LR

passengers

Number 50

engines

Number Two General Electric CF34-3B1 turbofans
Thrust 8,729 pounds thrust at takeoff

dimensions

Length overall	87 ft 10 in	26.77 m
Wingspan	69 ft 7 in	21.21 m
Height overall	20 ft 5 in	6.22 m
Cabin maximum width (centerline)	8 ft 5 in	2.57 m
Maximum cabin height	6 ft 1 in	1.85 m

ceiling

Maximum operating altitude 41,000 ft 12,496 m

weights

Maximum takeoff weight (Series 200LR)	53,000 lbs	24,041 kg
Operating weight empty	30,500 lbs	13,835 kg
Maximum fuel load	14,305 lbs	6,489 kg
Maximum payload	13,500 lbs	6,124 kg

performance

	NM	SM	KM
Maximum range	2,005	2,300	3,700

speeds

	Mach	knots	mph	km/h
Maximum cruise speed	0.81	464	534	860
Normal cruise speed	0.74	424	488	786

